

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Command Medical Products

#### Florida Manufacturing Extension Partnership

#### Command Medical Products, Inc. Takes Command with Lean

##### Client Profile:

Command Medical Products, Inc. is a privately held corporation based in Ormond Beach, Florida offering contract manufacturing services for the production of disposable medical devices. Command's core competencies include extrusion of medical tubing, assembly and packaging services. The company employs 90 people.

##### Situation:

Command Medical was looking for assistance in identifying opportunities to cut costs and increase production. Having been introduced to Lean in the past, several employees attended a workshop offered by the Florida Manufacturing Extension Partnership (Florida MEP), a NIST MEP network affiliate, that covered Value Stream Mapping (VSM), a technique used to analyze the flow of materials and information needed to create a product. Following an onsite visit by a Florida MEP project manager, Command Medical engaged the assistance of Florida MEP in conducting additional training in VSM and Kaizen events.

##### Solution:

Florida MEP worked with Command Medical employees to recognize ways to work more efficiently and remove non-value added activities. Florida assisted the company in facilitating a VSM event focused on a high revenue generating product. Once the VSM was completed, areas of opportunity were identified for a Kaizen to focus on the problem that current production run rates were above the original quoted rates which resulted in manufacturing costs being higher than the current sales price. As a result of Florida MEP's assistance, the company immediately realized a cost savings by increasing the number of units produced per hour without using additional operators. When the identified improvements are fully implemented, Command Medical Products could realize labor cost savings of approximately \$88,000 on three different product lines, allowing the company to more effectively utilize their resources, both equipment and manpower.

##### Results:

\* Realized \$20,000 in cost savings.

##### Testimonial:

"Our success as a company depends on our ability to constantly re-evaluate the way we conduct business."

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David T. Slick, Sr., President and CEO